A Toper Invites the Preacher Who Entered to Take a Drink.

MONEY FOR MEMORIAL SCHOOL

The Norfolk School Board Authorizes Collection in Schools of That City.

(Special to The Times-Dispatch.)

NORFOLK, VA., May 3.-Something bew was seen in Norfolk to-day, Cards announcing evangelistic services at the First Baptist Charch, are in the win-First Baptist Clurch, are in the windows of several saloons of the city. The Rev. Dr. Calvin S. Blackwell, pastor of the First Baptist Church placed them there, and he had some interesting experiences in doing it. On the card is a pleture representing Christ saying, "Come Unto Me." The clergyman was placing them around promiscuously in down-town windows. At the first saloon he visited, the proprietor said:

"You have brought that card to a poor place to be of any use to you."

"No," replied the preacher: "this is just the place to put it. While you are reviting the people one way, I will invite them another."

"All right," said the saloon-keeper, "you are perfectly welcome to put it in my window, if you wish."

In a prominent saloon, on Main Street, In. Blackwell was kindly received by the proprietor. He was told that he might place his cards in the windows or any, where else in the saloon he may wish.

A toper in that place, not recognizing the gentleman of the cloth, invited him to "have a drink." The bar-tender relieved the situation by informing his customer as to whom he was talking.

The toper was most profound in his apologies.

A dispatch from Elizabeth City, N. C.

The toper was more potentially applicable of the publicans will probably nominate John Q. A. Wood, of Elizabeth City, to make the race for Congress in opposition to Representative John H. Snadl, should they make a nomination.

1. M. Jenkins, postmaster of Elizabeth City, is given as authority for the statement. It was first reported that Mr. Meekins himself would oppose Mr. Small, the postmaster says that that is norrect, and that he would not accept a congressional nomination, even should it be offered him.

it is thought he would accept the homoton.

The Norfolk school board has authorized the collection of money in the schools of the city, to be applied to a fund for the establishment of a memorial school in San Francisco. The pupils of the High School are expected to give ten cents. It is a school, and those of the grammar schools, five cents.

Rev. J. A. Speight, D. D., of North Caiolina, has accepted a call to the pastorate of the Northwest Baptist Church, Northwest, Norfolk county, Va. He has already entered upon the duties of the charge. The pastor is a brother of J. R. Speight, M. D., of Norfolk city.

FIRE IN CAROLINE.

Farmers' Club Give Elegant Dinner at Port Royal.
(Special to The Times-Dispatch.)

(Special to He Find Special Control of the Control

Tuesday, Mr. Curtis lost all of his turniture. The insurance on the building wats only \$400.

At a meeting of the Farmer's Club at Port Royal, Caroline county, Monday, Mr. J. F. Jackson, editor of the Southern Planter, of Richmond, addressed the meeting. An elegant dinner was served.

Major W. S. Embrey, of this city, has rurchased of Messrs, Gaston and Swear-tiger the well known "Green Bank" farm on the Rappahannock River, a few miles above this city, in Stafford county. The arm contains about 1,00 acres, and has on it a large quantity of valuable timber.

Mr. Calvin Butzner, who has been the mild carrier on rural route No. 1, from his city to Spotsylvania county, since it was first established, has tendered his resignation, to take effect as soon as the successor is appointed.

Mr. Isaac Hirsh has gone to Philadelphia to attend the session of the National Cenvention of Charities and Correction, as a delegate from this State.

Rev. R. A. Williams, pastor of the Baptist Church, and Rev. Dr. T. S. Dunaway, both of this city, have gone to Chattancega, to attend the Southern Baptist Association.

to attend the Southern Buptist As

Teachers' Institute to Consider Graded School for the Country.

. Graded School for the Country.

(Special to The Times-Dispatch.)

WAVERLY, VA., May 8.—An intelligent and appreciative audience of over three hundred people assembled in our City Hall last night to hear the best play of the season, when "Aniong The Breakers," a comedy-tragedy, in two acts, was presented by some of Waverly's best dramatic talent, under the direction of Mrs. J. F. West.

David Murray—Light-house keeper—J. W. Presson.

Larry Divine-His assistant-J. J. Bar-

rett.
Hou. Bruce Hunter-Wealthy gentle-man--Dr. L. O. Vaughan.
Clarence Hunter-His ward-E. N. Burt.
Peter Paragraph-A newspaper report. er-F. A. Thompson. Scud-Hunter's colored Servant-J. F.

Minnie Daze-Hunter's niece-Miss Liz-

zie Fleetwood.

Bess Starbright-Cast up by the waves-

Miss Sallye J. Burt. Mother Carey-A reputed fortune tel-



COVERED LIMBS

Little Girl's Obstinate Case of Eczema - Instantaneous Relief By Cuticura-Little Boy's Hands and Arms Also Were a Mass of Torturing Sores - Grateful Mother Says:

"CUTICURA REMEDIES A HOUSEHOLD STANDBY"

'In reply to your letter I write you my experience, and you are privileged to use it as you see fit. Last year, after having my little girl treated by a very prominent physician for an obstinate case of eczema, I resorted to the Cuticura Remedies, and was so well pleased with the almost instantaneous relief afforded that we discarded the physician's prescription and relied entirely on the Cuticura Soap, Cuticura Ointment, and Cuticura Pills. When we commenced with the Cuticura Remedies her feet and limbs were covered with running sores. In about six weeks we had her completely well, and there has been no recurrence of the trouble.

"In July of this year a little boy in our family poisoned his hands and arms with poison oak, and in twenty-four hours his hands and arms were a mass of torturing sores. We used only the Cuticura Remedies, washing his hands and arms with the Cuticura Soap, and anointed them with the Cuticura Soap, and considered the soarch of the Cuticura Soap, and anointed them with the Cuticura Soap, and anoin least from twenty to twenty-twe doi-lars to come up on the mountain. Respectfully, Mrs. Lizzie Vincent Thomas, Fairmount, Walden's Ridge, Tenn., Oct. 13, 1905."

ler-Mfr. Lucy a Chappell.

Biddy Bean-An Irish maid-Mfs. J. W. West.

Each player performed his part well and they all had the appearance of "old stagers," and greatly delighted their audience.

Musical specialties between the acts were furnished by Misses Blanché Fleetwood, Soulle Burt, and Elizabeth Fleetwood, of Waverly, and a male quartette was attractively rendered by Masters Fleetwood, Wallace Chappell, and Jesse and Oscar West. Ice cream was sold at the conclusion of the programme.

The entertainment proved to be quite a financial success, the proceeds of which were donated to the Waverly Christian Church.

The Sussex County Teachers' Institute will be held in the Waverly Graded School Building Thursday and Friday.

State Superintendent J. D. E. Eisston, and Dr. S. C. Mitchell, of Richmond, Va., and other prominent educators are expected to make addresses.

The Sussex County School Board will hold a meeting here Friday to consider the question of establishing graded schools in the rural districts.

Judge J. F. West, of this place, has been designated by Governor Swanson to hold court for sidge Watson in Nottoway county, on May 11th, and for Judge Saunders, in Henry county, on May 16th.

LYNCHBURG PRIMARY,

Opposed to Councilmen Who Favored Sidewalk Clearing Law.

(Special to The Times-Dispatch.)

LYNCHBURG, VA., May 9.—The City
Democratic Committee has fixed upon
May 19th as the time for nominating
candidates for both branches of the City
Council, to bt elected in June. It is
claimed that there will be opposition to
all of the old members who favored the
ordinance enacted last whiter which has ordinance enacted last winter which has removed all street displays from the streets, excepting fruit and glass cases.

NURSES' CONVENTION.

Dr. Rawley W. Martin Presides. All Hospitals Represented.

(Special to The Times-Dispatch.) LYNCHBURG, VA., May 9.—The Grad-uate Nurses' Association of Virginia con-vened in annual convention here to-night, vened in annual convention here to-night, and the sessions will last over Friday. Dr. Rawley W. Martin presided over the session and introduced the speakers. Ex-Mayor N. C. Manson, Jr., made the address of welcome, and Miss May I. Whitehead, president of the association, being absent her report was read. Mrs. Calwainater Jones, chairman of the Advisory Board of the New York Training School for Society of Training School for Society of Training School for Nurses, spoke on "The Evolution of the Trained Nurse."

The other address of the evening was by Dr. Edward S. Peck, professor of Jis-

by Dr. Edward S. Peck, professor of Jis-ease of the eye, of New York. His theme was "The Trained Nurse from the Phy-sician's Point of View."

There are nurses in attendance from almost every hospital in Virginia. The convention will close Friday night with an elaborate banquet.

AMONUMENT TO MARK SITE OF FORT NELSON

Read-Admiral Harrington Makes the Unveiling

Address.

Address.

(Special to The Times-Dispatch.)

NORFOLK, VA., May 9.—A monument, a simple pedestail, surmounted by a grim old cannon erected by the Fort Nelson Chapter, Daughters of the American Revolution, and marking the sight of Old Fort Nelson, one of the principal defenses of Norfolk harbor during the Revolution, was fittingly unveiled at 5 o'clock this afternoon on the one hundred and twenty-seventh anniversary of the first attack on the fort by the British forces.

The fort was located in what is now the navail hospital reservation. A large crowd, including more than 1,000 school children of Portsmouth, was present for the exercises.

Rear Admiral P. F. Harrington, commandant of the Norfolk navy yard, was the orator of the occasion. The school children sang "America" and "The Star Spangied Banner" and the navail post band made the music,

band made the music,

LITTLE ELSIE NORRIS FEARFULLY BURNED

Effort to Aid Her Mother Nearly Cost Her

FRANKLIN, SOUTHAMPTON COUNTY, VA., May a-Little Elsle Virginia Norris, four years old, daughter of Mr. and Mrs. T. W. Norris, of this place, was

and Mrs. T. W. Norris, of this place, was probably fatally burned to-day about 1 o'clock.

The little girl heard its mother say she was going to make a fire upstairs, and thinking she would help her mother preceded her upstairs to make the fire. Only a few minutes after she had gone upstairs, Mrs. Norris went up and found the little girl in flames from head to foot.

stairs, Mrs. Norris went up and found the little girl in flames from head to fcot.

The doctors who attended the child, say that recovery is improbable, as considerable amount of, the surface of her body was covered by the flames, one stood it remarkable well and was conscious while the bandages were being put on. If she lives she will probably be disfigured about the face and arms for life. At this time she is resting as well as could be expected under the influence of opiates. She is the only child of Mr. and Mrs. Norris.

CHESTER CHIT-CHAT.

Citizens Will Hold Mass-Meeting

Citizens Will Hold Mass-Meeting
to Secure High School.

(Special to The Times-Dispatch.)
(CHESTER, VA., May 9.—The public school here will close its session tomorrow, and the "commencement exercises" of the school will be had at the Masonic Temple, Friday night, the 11th inst., at 8 o'clock. Superintendent J. D. Eggleston, of the State Board, will be present and deliver an address, and Rev. Mr. Paylor, C. N. Friend and Mr. Eggleston will deliver the medals. Superintendent Blankingship, P. V. Cogbill and Mr. Paylor will be the judges of the best oration, and income will also be given on scholarship. Mrs. A. J. Hurt, the principal, has conducted a fine school here the past session, and the commencement exercises prepared by her will be an exponent of the good work she has accomplished, in spite of the embarrassments and difficulties she has had to contend with by the hindrances occasioned by the prevalence of small-pox, whooping-cough and mumps in the community during the school session.

school session.

A meeting of the citizens of this community will be held at the public school house here on Saturday afternoon at 6 o'clock, to discuss and formulate plans to secure the establishment of a county high school at this place, which subset will engage the county school board high school at this place, which suiject will engage the county school board
at the courthouse on the 15th, inst., when
Superintendent Eggleston will explain
and seek to get the officials of Chesterfield to establish somewhere in the
country. It is generally conceeded by the
leading citizens of the county that if
established, Chester is the most eligible
point. The citizens of this place will do

WEDDED AT PELHAM.

Dr. Lee and Miss Ethel Wood Seek Gretna Green in a Buggy.

Seek Gretna Green in a Buggy.

(Special to The Times-Dispatch.)

DANVILLE, VA., May 9.—Miss Ethel Wood, daughter of Mr. and Mrs. W. H. Wood, was married to-day to Dr. W. Otwa Lee, a well known local physician. The ceremony took place at Pelham, the famous Gretna Green of this section. The contracting parties left here early in The morning alone in a buggy, and were quietly married. Dr. and Mrs. Lee will make their future home in this city.

IN EXTREMIS.

Gen. Wharton's Son Racing Across Continent to Dying Father

(Special to The Times-Dispatch.)
EAST RADFORD, VA., May 9.—General G. C. Wharton, who has been critically ill with heart trouble for several weeks, is thought to be slowly shiking. His son, Captain W. R. Wharton, is crossing the continent to reach his bedside.

The Clyde Floated.

(Special to The Times-Dispatch.) NORFOLK, VA., May 9.—Advices re-ceived here to-night over the United the big British steel suiling ship Clyde, ashore at Chicamocomico, fifteen miles north of Cape Hatteras, since March 8th was floated this afternoon by the Merritt and Chapman Wrecking Company, and is now being towed to Norfolk by the wrecking stamps Passey.

Tidewater Work.

(Special to The Times-Dispatch.)
MCHERRIN, VA., May 9.—The contractors on the Tidewater are working in full blast now. Their steam show doing good duty and much progress has been made during the past week. Three new shovels will be put to work near here as soon as they can be gotten here, and the force will be gradually increased for the next two months.

Reward for Cable Cutters.

(Special to The Times-Dispatch,) NEWPORT NEWS, VA., — ... as Southern Bell Telephone Company has offered a reward of \$500 for the arrest of the person who cut the cable between this city and Richmond. The cable was cut in four places about Newport News Monday night, and the work is credited to the striking union linemen.

Valuable Box Missing.

Valuable BOX Missing,
(Special to The Times-Dispatch.)
GREEN BAY, VA., May 9.—A representative of the Southern Railway was here yesterday searching the records of 1968 to locate a missent hox shipped from some point in Texas to a party in Farmville, gaid to contain very valuable dry goods, which never reached its destination. No trace of it could be found here. It is reported that \$800 will have to be paid for its non-delivery, and a careful search is being made.

Wedding Gifts

Of Known Quality.

OUR reputation for selling THE BEST has stood the test of more than one hundred (100) years, All Correspondence Given Careful At-Express Prepaid.

Galt & Bro.,

1107 Ponnsylvania Avenue. Washington, D. C.

IF YOU KNEW

What we know you would always say "Schlitz beer" when you order. If you could visit our brewery—as thousands have done-you would insist on the beer that is brewed here. Mumbhroug Day in, Fri

You would want a beer clean—as ours is. You would want it filtered and aged as we do it. You would want to know that every bottle is sterilized—that it is pure—

as is every bottle of Schlitz.

The Beer

To avoid being imposed upon, see that the cork or crown is branaed

Schlitz Brewery Company 928-932 W. Broad St., Richmond

That Made Milwaukee Famous.

MARSHALL SHOT AND INSTANTLY KILLED

Ask for the Brewery Bottling.

Common beer is sometimes substituted for Schlitz.

No Credence Given to Assailant's Claim That It Was · Accidental.

(Special to The Times-Dispatch.) GLADESBORO, VA., May 9.-Mr. P. Marshall was shot and instantly killed by Powell Willis yesterday in the edge of Patrick county, about four miles south of here. It seems that the two men had been shouther at mark with a oisted een shooting at a mark with a pisto been shooting at a mark with a pistol, and some disagreement arose over the possession of the pistol, when Marshall was shot through the body near the heart by Willis, and died in a few seconds. Willis claims it was an accident, but there is but little or no credit given the claim. Willis is a tough character and control with the claim. Willis is a tough character and the claim. many times has been arrested for lawlessness. Marshall leaves a wife several little children in

CHURCH DEDICATION.

Great Crowd Assembled at Trout ville to Attend Services.

ville to Attend Services.

(Special to The Times-Dispatch.)

TROUTVILLE, VA.. May 9.—The new Baptist Church at this place was dedicated Sunday. This event drew together a targe crowd of people. Many came from Roanoke city, some in private convexances and some on the train. For the afternoon train the railroad agent sold 121 tickets to Roanoke. The new church could not begin to seat the crowd. An overflow service was held in the Masonic and Odd-Fellows' Hall, with Rev. W. D. King, pastor of Bethany Methodist Church, as the preacher. Yet another service would have been held in the school-house but for lack of a preacher. At 11 o'clock in the new church the dedication sermon was preached by Rev. Dr. William E. Hatchev, of Richmond, Va. His text was Psalm xxvii: 4. At the close of the sermon Dr. Hatcher took a collection to pay the debt on the church. This was done and more. Over \$400 was quickly raised and this covered the debt and left a balance for the furnace, which will be put in next fall. The giving was hearty and liberal, During the intermission a bountful dinner was served on the beautiful lawn of the church for all the people—a great multitude.

At the afternoon service addresses were

sion a bountiful dinner was served on the beautiful lawn of the church for all the people—a great multitude.

At the afternoon service addresses were made by Rev. I. J. Shipman, Rev. J. M. Thomas, Rev. W. D. King and Rev. Dr. W. E. Hatcher, Dr. G. W. Drake, the resident physician of Hollins, brought the greetings of Enon Baptist Church, and letters were read from Rev. J. M. Luck, the former pastor of the church, and Rev. Dr. George Boardman Taylor, of Rome, Italy. The dedication prayer was made by Rev. George Braxton Taylor, who is pastor of the church and also pastor of Enon Baptist Church and resident chaplain of Hollins.

The new church is a well-arranged and well-built edifies, it stands on a high hill and can be seen from afar. It will be the pride of the village and of the country around, and justly 80.

This dedication day will long be remembered by Troutville, Perhaps the village has never in its history seen such a crowd. All denominations united with the Baptists to entertain the recode.

it is hoped that it will not be long before he can come to Troutville again.
Various preachers who could not be present sent letters of greeting, namely, Rev. George F. Cook, Buchanan, Va.;
J. A. Dove, Cloverdale; Rev. D. A. Glenn, of Flucastie. Among those present were a number of the factulty and students of Flucastie. Among those present were a number of the factulty and students of Hollins, namely, Miss M. L. Cocke, Miss

a number of the factulty and students of Hollins, namely, Miss M. L. Cocke, Miss M. S. Bayne, Miss E. P. Cleveland, Dr. G. W. Drake and wife, Mr. and Mrs. J. A. Turner, Mr. and Mrs. F. W. Duke and Misses Ellen, Witt, Helen Stanoir, Janie Cocke, Helen Barksdae, Nettle Baird, Lily West, M. Darlington and Miss Mary M. Pleasants.

GOING FOR SHORT.

Police Board Will Hear Citizens in Vaulting Pole Case.

hearing charges against Officer Si who arrested the Washington and who arrested the Washington and Lee student here Monday and sent him to the station in the patrol on the charge of breaking a trivial ordinance by carrying a vaniting sole of

It is understood that no formal charges have been made out as yet against the officer, and the board will meet to hear the statement of any citizen who desires to be heard. The meeting is probably the result of the intense indignation expressed in the city on account of the inclent, and because it has been denounced in both of the local papers.

PICTURE OF LEE.

Presented by Grandson to Westmoreland County.

moreland County.

(Special to The Times-Dispatch.)

MONTRCSS, VA., May 9.—Captain Robert Lee, of Fairfax county, has written Commonwealth's Attorney C. C. Baker, of this place, that he will present to Westmoreland county a full length, life-size portrait of General Robert E, Lee. The picture will be shipped here at once, and will occupy a promoinent place on the walls of the court room and warm welcome to the hearts of the county where this distinguished and beloved Confederate soldier was born.

Flowers for Jackson's Grave,

Flowers for Jackson's Grave.

(Special to The Times-Dispatch.)

LYNCHBURG, VA., May 9.—The Kirkwood-Otey Chapter, Daughters of the
Confederacy, this afternoon expressed to
the Mary Custis Lee Chatper at Lexington a large box of red and white roses
to be placed on the tomb of Stonewall
Jackson in that city. A committee from
the Lexington Chapter met the train at
lexington to-night and received the flowers, and they will be placed on the tomb
early in the morning.

Smallpox on Chincoteague.

CHINCOTEAGUE, VA., May 9.—A case of smallpox broke out yesterday on the Island, which created quite an exciteof smallpox proke out yesterday on the hand, which created quite an excitement for awhile, the victim being Capitain John Burton, of Church Street, near Mission Baptist Church. Every precautic nary measure has been rigidly enforced. A strict quarantime of all parties connected any way with the case has been put in force.

in 1904 the Alaska Puckers' Association, who can the Argo Red Salmon, put into the waters of Alaska over 110,000,000 young salmon, reared in their own hatcheries, the largest in the world. This year they will put in over 150,000,000.

THE HANDS OF THE LAW

Confederate Veterans' Meeting in Buckingham County Next Monday.

BUCKINGHAM, VA., May 9 .- The ne BUCKINGHAM, VA., May 9.—The negro desperado. Joe Cobbs, hus been landed in jail here by Sherin' Lewis Williams, after a hard chase. Cobbs, Sunday last, got into as crap with Edgar Jones, and Jones got the best of the struggle, when Cobbs went to a neighbor's house, horrowed a shotgun and came back and opened fire, shooting Jones, his wife and wife's sister.

Jones has a painful wound in the shoulder and his wife was shot in the hand. Cobbs then fled and was captured in James River, after having attempted to swim across and having been shot by the shortiff.

This same negro drove a horse into a swellen stream here last summer, after he had been warned of the danger, drowning the horse, and came near being drowned himself.

Cobbs has been working in the coal mines of West Virginia and has been weekend the negree weakens.

engaged in many scrapes.

Much interest centers in the meeting of Confederate veterans, under the auspices of Irving Camp. Confederate Veterans, to be held here Monday, the 14th Instant, and the schools will close and a general

holiday be observed. Colonel Robert T. Hubard is con Colonel Robert T. Hubbard Is commander of this camp, and he has invited Colondary Marshall to deliver an address, and it is hoped the balance needed to creet the monument here to the Confederate dead may be rulsed.

MASONIC MEETING.

Pneumonia Victims Are Recovering from the Disease.

ing from the Discase.

(Special to The Times-Dispatch.)

BOYDTON, VA., May 9.—The Masons, held a big pow wow here last night and many members from distant parts of the county attended. Two new members joined and the application for membership of others was handed in. This lodge has now about fifty members and they are very enthusiastic. The plan for building the new temple was discussed, but positive action was deferred to give but positive action was deferred to giv the committee further time to perfec

the committee further time to perfect their plans.
Young Willie Mickle, who has been so desperately ill with a malignant type of preumonia is thought to be better. Dr. Atkins performed an operation upon him a few days ago and since then the sick lay has seemed better, though he is now dreadfully Ill. Fils mother, who had the same disease, and also Mr. Dodson, both of whom were very Ill, have so far recovered as to be able to walk about.

KNIGHTS OF COLUMBUS.

Closed Session With a Sumptuous Banquet-State Officers.

(Special to The Times-Dispatch.)
ALEXANDRIA. VA. May 9-The sixth annual convention, State Council, Knights of Columbus, closed their session in Alexandria with a sumptuous banquet in the Lycoum Hell last night. Dr. E. A. Gorman, of Alexandria, district deputy paint.

supreme knight, was toastmaster and introduced Grand Knight M. J. McFarland, of Fitzgerald Council, Alexandria, who delivered an address of welcome obehalf of the local council.

Ho was followed by Rev. Father Tiles of Kansas, who responded to the toast "The Church" and Professor J. C. Monaghan, of the District of Columbia, who responded to "Knights Esprit De Corps."

The following Stale officers were elected for the ensuing year: State Daputy, D. J. Callahan, of Norfolk; State Secretary, M. J. McFarland, of Alexandria; State Treasurer, J. J. Shehan, of Roanoke; State Advocate, J. R. Davis, of Portsmouth; State Warden, William M. Doyle, of Lynchburg, and State Chaplin, Rev. Father Joseph Frioli, of Newport News.

FOREMAN BLOWN UP.

Loses a Hand by Premature Blast on Tidewater Railway.

(Special to The Times-Dispatch,)
LYNCH'S, VA., May 9.—Thomas Redd,
of Rawles Mills, Va., foreman at
Marshall's Camp, on the Tidewater
Railway, was blown up by the premature
explosion of a blast this afternoon which His injuries are serious but not dan-gerous.

Clarksville Notes.

Clarksville Notes.

(Special to The Times-Dispatch.)

CLARKSVILLE, VA., May 9.—Mrs. Dr.

W. Townes Wimbish was taken to the
hospital in Danville Sunday, as she is
threatened with fever.

Tobacco sales here have been light for
the last few weeks, though this season
has been one of the best for years.

The Northern capitalist interested in
developing the water power of the
Roanoke River, just below here, are
highly pleased with the prospects. They
contemplate building an immense dam,
The amount of money to be expended is
several millions of dollars, and will be
of great value to this town and the
country around.

Letter to Chas. Milhiser, Richmond, Va.

Richmond, Va.

Dear Sir: You are a maker; so are we.
You know what you make, you know all
about it. We know our paint as you
know your goods.

We know what it is, how it acts, what
it does, how it lives, and how long—the
conditions being favorable or unfavorable.

It is fair that we take the risk of it
every way; but we ought not to risk
any use or abuse of it.

Can't draw the line. We are dealing
with strangers. We are strangers to
them as they are strangers to us.

We want to be trusted by them. We
trust them first; that's the way to get
trusted. We trust them to paint with a
fair degree of common paint-knowledge
and care. We expect to be trusted to
furnish paint as good as paint can.

If you do your business that way, you
are a fellow with us and one of a thousand.

A few mean men in the course of &

are a fellow with us and one or a thousand.

A few mean men in the course of a
year will abuse our trust and put us to
loss; but 999 in 1,090 will tell their friends,
how true we are, and our paint is. That's
what has made us the largest paint, concern in the world. It is our best advertisement. Yours truly.

P W DEVOE & CO P W DEVOE & CO

P. S.-Harris Hardware Co. sell our